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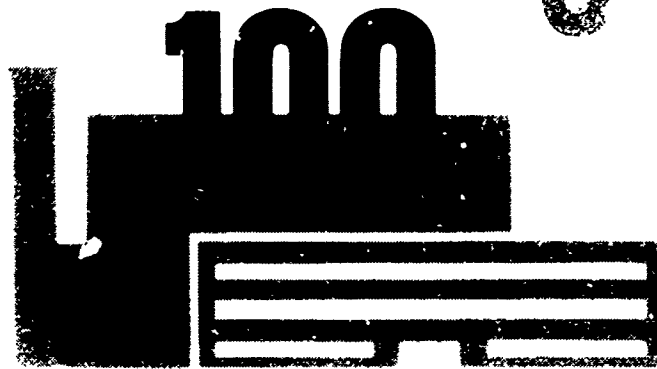


# 100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS

Fiscal Year 1992

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# **100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS**

**Fiscal Year 1992**

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## FOREWORD

*100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards* is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during fiscal year 1992.

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## **INTRODUCTION**

This report presents summary data on the 100 companies and their subsidiaries receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1992. Table 1, (page 7) lists the 100 companies in alphabetical order and gives their associated rank. Table 2 (page 9) identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases the parent company receives no awards itself but appears on the list because of its subsidiaries. Table 2 also shows what percent of the total awards each company's awards represent as well as the cumulative percent represented by all companies.

## **NOTES ON COVERAGE**

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000, e.g. the value of a terminated contract or other downward adjustment to a contract is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide, are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government agencies and financed with Department of Defense funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE DUN & BRADSTREET CORPORATION'S DATA UNIVERSAL NUMBERING SYSTEM (DUNS) AND/OR THE FEDERAL PROCUREMENT DATA SYSTEM (FPDS) CONTRACTOR ESTABLISHMENT CODE (CEC), AND THE ABILITY OF THESE CODING SYSTEMS TO DESCRIBE RELATIONSHIPS OF COMPANIES.

## **HIGHLIGHTS**

Department of Defense prime contract awards over \$25,000 totaled \$121.4 billion during FY 1992, \$15.3 billion less than in FY 1991. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1992 received \$75.4 billion or 62.1 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1991 the top 100 companies received \$85.0 billion or 62.2 percent of all awards.

Exhibit A below shows that the first five companies received 19.2 percent of the total received by all companies in FY 1992, compared with 21.4 percent during FY 1991. The company ranked as number one during FY 1992, McDonnell Douglas Corp., also ranked as number one last year with awards of \$5.3 billion during FY 1992 as compared with \$8.1 billion during FY 1991. The smallest total amount received by a company in the FY 1992 Table 2 was \$116 million, compared to \$142 million in FY 1991.

### Exhibit A

COMPANY POSITION	Percent of Total			
	FY 1992	FY 1991	FY 1990	FY 1989
1st	4.4%	5.9%	6.3%	6.7%
2nd	4.0	5.7	4.8	5.3
3rd	3.8	3.6	4.3	4.5
4th	3.7	3.2	3.1	2.9
5th	3.3	3.0	3.1	2.9
TOTAL 1-5	19.2	21.4	21.6	22.3
6-10	11.7	10.1	11.5	12.2
11-25	14.9	13.3	15.9	15.1
TOTAL 1-25	45.8	44.8	49.0	49.6
26-50	8.9	9.3	9.8	9.4
51-75	4.6	4.9	4.6	4.7
76-100	2.8	3.1	2.9	2.7
TOTAL 1-100	62.1%	62.2%	66.3%	66.4%

## Changes in the Top 100 Companies, FY 1991 To FY 1992

Eighteen companies which did not appear on the list last year are among the top 100 companies this year (See Exhibit B below.) Of these, one appears in position 32, one in position 53, and the balance between 66 and 100. The companies which appeared on the FY 1991 list which did not appear on this year's list are also shown in Exhibit B. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

### Exhibit B

Companies Listed in FY 1992 But not in FY 1991	Companies Listed in FY 1991 But not in FY 1992
Arvin Industries, Inc. Blackstone Group LP <u>1/</u> Ceridian Corp. <u>2/</u> Digital Equipment, Inc. Duchossois Enterprises, Inc. Eastman Kodak Co. Ensearch Corp. Forstmann Little, & Co. Infotec Development, Inc. Israel Aircraft Industries Martin Marietta & Westinghouse JV Montecatini Edisor. SPA In Abbreviazione National Program Office <u>3/</u> Renco Group, Inc. <u>4/</u> Southwest Marine, Inc. Stewart & Stevenson Services, Inc. Vinnell Corp. & Brown & Root JV Xerox Corp.	Amerada Hess Corp. American President Companies, Ltd. American Trans Air Kalitti JV Bahrain National Oil Bell Boeing JV Caltex Petroleum Corp. Dupont, E I De Nemours & Co. Hensel Phelps Construction Co. Kaman Corp. LTV Corp. Motor Oils Hellas Corinth Refinery Norfolk Shipbuilding & Drydock Corp. Rolls Royce PLC Shore Management, Inc. Ssangyong Oil Refining Co. Ltd. Sun Company, Inc. Unaka Co. Inc. Vinnell Corp.

1/ Acquired Great Lakes Dredge & Dock Co. From Itel Corp.

2/ Formerly Control Data Corp.

3/ Joint Venture of McDonnell Douglas Corp., Rockwell International Corp., General Dynamics Corp., and Pratt & Whitney.

4/ Acquired AM General Corp. from LTV Corp.

Some of the other major changes during this year were the acquisition of Cessna Aircraft Corp. by Textron, Inc.; acquisition of General Dynamics missile division by General Motors Hughes; and the acquisition of the missile and aerospace units of LTV Corp. by Loral Corp. and Carlyle Group.

## Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, each company has been assigned in Exhibit C (below) to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Co. is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this exhibit, it has been assigned to "Aircraft", the procurement category accounting for its largest dollar volume of DoD contract awards.

### Exhibit C

Procurement Category	Number of Companies		
	FY 1992	FY 1991	Change
Aircraft	17	18	-1
Missiles	13	12	+1
Ships	8	7	+1
Tank-Automotive	5	3	+2
Ammunition	6	4	+2
Electronics	18	18	--
Services	22	21	+1
Construction	3	2	+1
Petroleum	7	13	-6
Weapons	1	0	+1
Subsistence	0	1	-1
All Other	0	1	-1

### Top 10 Companies

The top 10 companies during FY 1992 are listed in Exhibit D by rank, along with its FY 1991 rank and the dollar value of the awards it received in both FY 1992 and FY 1991. Exhibit E (page 5) describes the major products of these 10 companies.

### Exhibit D

RANK		COMPANY NAME	AWARDS (In Billions)	
1992	1991		1992	1991
1	1	McDonnell Douglas Corp.	\$5.3	\$8.1
2	6	Northrop Corp.	4.9	3.3
3	9	Lockheed Corp.	4.7	2.7
4	2	General Dynamics Corp.	4.5	7.8
5	3	General Electric Co.	4.0	4.9
6	4	General Motors Corp	3.7	4.4
7	5	Raytheon Co.	2.8	4.1
8	7	United Technologies Corp.	2.8	2.8
9	18	Boeing Co.	2.5	1.2
10	8	Martin Marietta Corp.	2.4	2.7



## Exhibit E

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
1. McDonnell Douglas Corp.	F-18 HORNET, F-15 EAGLE, C-17 cargo transport, AV-8 HARRIER, T-45 GOSHAWK, and AH-64 APACHE aircraft. TOMAHAWK and HARPOON missile systems. RDT&E Strategic Defense Initiative.
2. Northrop Corp.	B-2 STEALTH aircraft. Various electronics/communications equipment. RDT&E for electronics/communication equipment, and missile/space systems.
3. Lockheed Corp	TRIDENT missile system. Advanced Tactical Fighter, C-130 HERCULES, C-141 STARLIFTER, and C-5 GALAXY aircraft. RDT&E for missile/space systems, aircraft, and electronics/ communication equipment.
4. General Dynamics Corp.	F-16 FALCON fighter aircraft. Nuclear submarines. M-1 tank. TOMAHAWK, STINGER, and RIM-66 missiles. MK-15 close-in weapon system. Marine charter.
5. General Electric Co.	TOW, AEGIS, and TRIDENT missile system components. T-700 and F-110 engines. Nuclear reactors for submarines. Underwater sound equipment. RDT&E for missile/space systems, ships, aircraft, and electronics/ communication equipment.

## Exhibit E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
6. General Motors Corp.	AMRAAM, TOW, TRIDENT, and MAVERICK missile systems. Components MK-50 torpedo. Vehicular power transmission components for M-1 Tank. RDT&E for missile/space systems, and electronics/communication equipment. Miscellaneous Electronics/communication equipment.
7. Raytheon Co.	PATRIOT, AMRAAM, TRIDENT, HAWK, and RIM-66 Standard missile systems and components. Miscellaneous Fire Control equipment. RDT&E for electronics/communication equipment and missile/space systems. Underwater sound equipment.
8. United Technologies Corp.	F-100, TF-30, and TF-33 aircraft engines. UH-60 BLACKHAWK, SH-60 SEAHAWK, CH-53 SEA STALLION, and advanced tactical fighter aircraft. RDT&E for aircraft, missile/space systems, and electronics/communication equipment.
9. Boeing Co.	A-6 INTRUDER, CH-47 CHINOOK, and KC-135 STRATOLIFTER aircraft. Components and services for B-1, E3A, and VSX aircraft. Space vehicles.
10. Martin Marietta Corp.	RDT&E for TITAN missile system. A-64 APACHE aircraft equipment and other miscellaneous aircraft accessories and components. MK-41 Guided Missile Launch. Operation of ammunition facility.

**TABLE 1**  
**INDEX OF 100 PARENT COMPANIES WHICH**  
**RECEIVED THE LARGEST DOLLAR VOLUME OF**  
**PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>PARENT COMPANY</b>	<b>R A N K</b>	<b>PARENT COMPANY</b>
56	AEROSPACE CORPORATION	100	INFOTEC DEVELOPMENT INC
27	ALLIANT TECHSYSTEMS INC	20	INTERNATIONAL BUS MCHS CORP
33	ALLIED SIGNAL INC	85	INTERNATIONAL SHIPHOLDING CORP
14	AMERICAN TELEPHONE & TELG CO	90	ISRAEL AIRCRAFT INDUSTRIES LTD
80	AMOCO CORPORATION	27	ITT CORPORATION
98	ARVIN INDUSTRIES INC	39	JOHNS HOPKINS UNIVERSITY
70	ASTRONAUTICS CORP OF AMERICA	42	JOHNSON CONTROLS INC
56	ATLANTIC RICHFIELD COMPANY	11	LITTON INDUSTRIES INC
72	AVONDALE INDUSTRIES INC	3	LOCKHEED CORPORATION
17	BATH HOLDING CORPORATION	67	LOGICON INC
63	BDM HOLDINGS INC	13	LORAL CORP
55	BLACK & DECKER CORPORATION	10	MARTIN MARIETTA CORPORATION
92	BLACKSTONE GROUP LP	76	MARTIN MARIETTA WESTINGHOUSE JV
34	BOEING CO & SIKORSKY ACFT JV	41	MASSACHUSETTS INST OF TECHNOLOG
9	BOEING COMPANY THE	1	MCDONNELL DOUGLAS CORPORATION
83	BOOZ ALLEN & HAMILTON INC	60	MIP INSTANDSETZUNGSBETRIE
68	C A E INDUSTRIES LTD	38	MITRE CORPORATION
69	CERIDIAN CORPORATION	87	MOBIL CORPORATION
35	CFM INTERNATIONAL INC	66	MONTECATINI EDISON SPA IN ABBE
89	CHEVRON CORPORATION	45	MOTOROLA INC
79	CHRYSLER CORPORATION	82	NATIONAL PROGRAM OFFICE
49	COASTAL CORPORATION	65	NATIONAL STEEL & SHIPBLDG CO
21	COMPUTER SCIENCES CORPORATION	2	NORTHROP CORPORATION
81	CSX CORPORATION	64	NV PHILIPS GLOEILAMPENFABRIEK
86	DIGITAL EQUIPMENT CORPORATION	29	OLIN CORPORATION
94	DUCHOSSE'S ENTERPRISES INC	43	OSHKOSH TRUCK CORP
37	DYNACORP	51	PENN CENTRAL CORPORATION
30	E-SYSTEMS INC	7	RAYTHEON COMPANY
77	EASTMAN KODAK COMPANY	32	RENCO GROUP INC
91	EATON CORPORATION	15	ROCKWELL INTERNATIONAL CORP
61	EG&G INC	46	ROYAL DUTCH SHELL GROUP OF COS
95	ENSERCH CORPORATION	26	SCIENCE APPLICATIONS INTL CORP
71	ESCO ELECTRONICS CORPORATION	84	SEQUA CORPORATION
50	EXXON CORPORATION	78	SOUTHWEST MARINE INC
57	FED EX PAK AM NORTHWEST ETAL	53	STEWART & STEVENSON SVCS INC
35	PMC CORPORATION	40	TELEDYNE INC
88	FORSTMANN LITTLE & CO	28	TENNECO INC
23	FOUNDATION HEALTH CORPORATION	24	TEXAS INSTRUMENTS INCORPORATED
47	GENCORP INC	16	TEXTRON INC
4	GENERAL DYNAMICS CORPORATION	59	THIokol CORPORATION
62	GENERAL ELECTRIC CO PLC THE	75	TRACOR INC
5	GENERAL ELECTRIC COMPANY	96	TRINITY INDUSTRIES INC
6	GENERAL MOTORS CORPORATION	19	TRW INC
12	GRUMMAN CORPORATION	21	UNISYS CORPORATION
25	GTE CORPORATION	97	UNITED INDUSTRIAL CORPORATION
72	HALLIBURTON COMPANY	8	UNITED TECHNOLOGIES CORP
48	HARRIS CORPORATION	99	VINNELL CORP BROWN & ROOT JV
54	HARSCO CORPORATION	18	WESTINGHOUSE ELECTRIC CORP
44	HERCULES INCORPORATED	74	WORLD ROSEN KEY AMER ETAL J V
52	HONEYWELL INC	93	XEROX CORP

**TABLE 2**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
	<b>TOTAL</b>	<b>121,437,966</b>	<b>100.00</b>	<b>100.00</b>
	<b>TOTAL, 100 COMPANIES/SUBSIDIARIES</b>	<b>75,412,007</b>	<b>62.09</b>	<b>62.09</b>
<b>1</b>	<b>MCDONNELL DOUGLAS CORPORATION</b>	<b>3,856,453</b>		
	DOUGLAS AIRCRAFT COMPANY	657,329		
	MCDONNELL AIRCRAFT COMPANY	8,609		
	MCDONNELL DOUGLAS ELECTRON SYS	278		
	MCDONNELL DOUGLAS HELICOPTER	249,205		
	MCDONNELL DOUGLAS MSL SYS CO	38,383		
	MCDONNELL DOUGLAS SPACE SYS CO	450,221		
	MCDONNELL DOUGLAS SYS INTEG CO	6,025		
	MCDONNELL DOUGLAS TRNG SYS	34,627		
	<b>TOTAL</b>	<b>5,311,151</b>	<b>4.37</b>	<b>4.37</b>
<b>2</b>	<b>NORTHROP CORPORATION</b>	<b>4,761,916</b>		
	NORTHROP WORLDWIDE ARCT SVCS	89,099		
	<b>TOTAL</b>	<b>4,851,015</b>	<b>3.99</b>	<b>8.35</b>
<b>3</b>	<b>LOCKHEED CORPORATION</b>	<b>203,543</b>		
	ANALYTIX ELECTRONIC SYSTEMS	3,988		
	CALCOMP INC	515		
	LOCKHEED AEROMOD CENTER INC	26,317		
	LOCKHEED AERONAUTICAL SYS CO	2,475,755		
	LOCKHEED AEROPARTS INC	1,416		
	LOCKHEED AIR TERMINAL INC	300		
	LOCKHEED AIRCRAFT SERVICE CO	66,551		
	LOCKHEED ENGINEERING & SCIENCE	9,912		
	LOCKHEED MISSILES & SPACE CO	1,553,338		
	LOCKHEED SANDERS INC	252,224		
	LOCKHEED SPACE OPERATIONS CO	866		
	LOCKHEED SYSTEMS COMPANY INC	807		
	LOCKHEED WESTERN EXPORT CO	4,851		
	<b>TOTAL</b>	<b>4,650,404</b>	<b>3.82</b>	<b>12.19</b>
<b>4</b>	<b>GENERAL DYNAMICS CORPORATION</b>	<b>4,332,423</b>		
	AMERICAN OVERSEAS MARINE CORP	131,348		
	<b>TOTAL</b>	<b>4,463,771</b>	<b>3.67</b>	<b>15.87</b>
<b>5</b>	<b>GENERAL ELECTRIC COMPANY</b>	<b>4,001,759</b>		
	CANADIAN GENERAL ELECTRIC CO	1,426		
	ELANO CORPORATION	3,545		
	GENERAL ELECTRIC GYSH & CO KG	6		
	GENERAL ELECTRIC MEDICAL SYS	77		
	GENSTAR CONTAINER CORP	41		
	NBC INTERNATIONAL LTD BERMUDA	175		
	FEUTER-STONES INC DEL	48		
	TRANSPORT INTL POOL INC	691		
	<b>TOTAL</b>	<b>4,007,764</b>	<b>3.30</b>	<b>19.17</b>

**FISCAL YEAR 1992**

**TABLE 2 (CONTINUED)**  
**100. COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
10	<b>MARTIN MARIETTA CORPORATION</b> TORRANCE ADVANCED METALS CORP  TOTAL	2,350,290 5,786  2,356,077	   1.94	   30.85
11	<b>LITTON INDUSTRIES INC</b> INGALLS SHIPBUILDING INC LITTON BUSINESS SYSTEMS INC LITTON SYSTEMS INC MENUMASTER INC U S E C O  TOTAL	114,486 1,818,275 207 401,267 152 48  2,334,436	       1.92	       32.76
12	<b>GRUMMAN CORPORATION</b> GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA SYSTEMS CORP GRUMMAN SYSTEMS SUPPORT CORP  TOTAL	0 2,139,181 43,471 88  2,182,739	     1.79	     34.57
13	<b>LORAL CORP</b> LORAL AEROSPACE CORP LORAL ROIM MIL SPEC COMPUTERS LORAL TRAINING & TECH SVCS LORAL VOUGHT SYSTEMS  TOTAL	579,618 560,390 3,882 15,604 655,950  1,815,445	      1.49	      36.07
14	<b>AMERICAN TELEPHONE &amp; TELG CO</b> A T & T COMMUNICATIONS INC A T & T INTERNATIONAL INC A T & T ISTEEL VISUAL INTERACT A T & T PARADYNE INC NCR COMTEN INC NCR CORPORATION NCR GMBH NCR JAPAN LTD WESTERN ELECTRIC SAUDI ARABIA  TOTAL	1,247,618 59,173 4,330 31 115 15,846 10,131 149 149 45  1,337,587	          1.10	          37.17
15	<b>ROCKWELL INTERNATIONAL CORP</b> ALLEN-BRADLEY COMPANY INC COLLINS SYSTEMS INTERNATIONAL ROCKWELL POWER SYSTEMS  TOTAL	1,195,553 104 15,941 21,837  1,233,435	     1.01	     38.18

**FISCAL YEAR 1992**

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
22	<b>ITT CORPORATION</b> FEDERAL ELECTRIC GMBH HARTFORD ACCIDENT INDEMNITY CO ITT BASE SERVICES INC ITT FEDERAL SERVICES CORP ITT GILFILLAN ITT STANDARD SHERATON WASHINGTON HOTEL  TOTAL	596,552 50 30 10,205 188,170 2,034 39 192  797,273	0.65	43.98
23	<b>FOUNDATION HEALTH CORPORATION</b>  TOTAL	761,262  761,262	0.52	44.60
24	<b>TEXAS INSTRUMENTS INCORPORATED</b> TEXAS INSTRUMENTS ASIA LTD  TOTAL	730,272 329  730,601	0.60	45.20
25	<b>GTE CORPORATION</b> CONTEL CORPORATION CONTEL OF CALIFORNIA INC CONTEL OF MISSOURI INC CONTEL OF THE WEST INC CONTEL OF VIRGINIA INC GTE ALASKA INC GTE CALIFORNIA INC GTE COMMUNICATIONS SYSTEMS GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO INC GTE INTERNATIONAL INC GTE NORTHWEST INCORPORATED GTE PRODUCTS CORP GTE SOUTH INCORPORATED GTE SOUTHWEST INCORPORATED GTE SPACENET CORPORATION GTE SYLVANIA COM PRODUCTS GTE TELECOM INC GTE TELECOM MARKETING CORP GTE VALENITE CORP  TOTAL	8,424 221,442 1,114 56 289 422 980 1,824 1,251 433,119 8,020 450 99 1,723 1,350 2,579 9,742 25,006 6,159 403 36  724,489	0.59	45.80
26	<b>SCIENCE APPLICATIONS INTL CORP</b> AMERICAN SYSTEMS ENGRG CORP FALCON ASSOCIATES FALCON ASSOCIATES LTD LOGISTIC SYSTEMS ARCHITECTS SAIC ENGINEERING INC  TOTAL	628,977 18,567 386 1,988 790 34,897  685,606	0.56	46.37



**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
27	<b>ALLIANT TECHSYSTEMS INC</b>	<u>609,676</u>		
	TOTAL	609,676	0.50	46.87
28	<b>TENNECO INC</b>	15,175		
	CASE J I COMPANY	8,801		
	NEWPORT NEWS SHPBLDING DRYDOCK	539,852		
	SPERRY MARINE INC	<u>20,994</u>		
	TOTAL	584,822	0.48	47.35
29	<b>OLIN CORPORATION</b>	516,561		
	OLIN FABRICATED METAL PRODUCTS	4,294		
	OLIN ORDNANCE	24,456		
	OLIN WINCHESTER	6,974		
	PACIFIC ELECTRO DYNAMICS INC	2,235		
	PHYSICS INTERNATIONAL COMPANY	18,281		
	ROCKET RESEARCH CO	<u>531</u>		
	TOTAL	573,331	0.47	47.82
30	<b>E-SYSTEMS INC</b>	290,876		
	ENGINEERING RESEARCH ASSOC	1,069		
	HRB SYSTEMS INC	1,980		
	SERV AIR INC	<u>206,954</u>		
	TOTAL	500,880	0.41	48.23
31	<b>COMPUTER SCIENCES CORPORATION</b>	485,903		
	ANALYTICS INCORPORATED	64		
	COMPUTER SCIENCE APPLICATIONS	3,324		
	CSC ANALYTICS INC	1,291		
	INFONET SERVICES CORPORATION	<u>4,837</u>		
	TOTAL	495,419	0.40	48.64
32	<b>RENCO GROUP INC</b>	0		
	AM GENERAL CORPORATION	<u>462,143</u>		
	TOTAL	462,143	0.38	49.02
33	<b>ALLIED SIGNAL INC</b>	161,301		
	ALLIED SIGNAL AEROSPACE CO	296,809		
	BENDIX FIELD ENGINEERING CORP	<u>760</u>		
	TOTAL	458,869	0.37	49.40
34	<b>BOEING CO &amp; SIKORSKY ACFT JV</b>	<u>458,619</u>		
	TOTAL	458,619	0.37	49.78

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
(1) 35	<b>CFM INTERNATIONAL INC</b>	<u>447,648</u>		
	TOTAL	447,648	0.36	50.15
36	<b>FMC CORPORATION</b>	<u>447,616</u>		
	TOTAL	447,616	0.36	50.51
37	<b>DYNCORP</b>	437,732		
	DYNAIR CFE SERVICES INC	217		
	ITS INTERNATIONAL SERVICE GMBH	4,743		
	MERIDIAN CORPORATION	3,766		
	SEA MOBILITY INC	60		
	TOTAL	446,517	0.36	50.88
38	<b>MITRE CORPORATION</b>	<u>434,253</u>		
	TOTAL	434,253	0.35	51.24
39	<b>JOHNS HOPKINS UNIVERSITY</b>	<u>406,267</u>		
	TOTAL	406,267	0.34	51.57
40	<b>TELEDYNE INC</b>	0		
	TELEDYNE INDUSTRIES INC	<u>401,602</u>		
	TOTAL	401,602	0.33	51.91
41	<b>MASSACHUSETTS INST OF TECHNOLOG</b>	<u>389,144</u>		
	TOTAL	389,144	0.32	52.23
42	<b>JOHNSON CONTROLS INC</b>	2,027		
	JOHNSON CONTROLS WORLD SERVICE	<u>371,710</u>		
	TOTAL	373,738	0.30	52.53
43	<b>OSHKOSH TRUCK CORP</b>	<u>372,228</u>		
	TOTAL	372,228	0.30	52.84
44	<b>HERCULES INCORPORATED</b>	<u>364,165</u>		
	TOTAL	364,165	0.29	53.14

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
45	<b>MOTOROLA INC</b> CODEX CORPORATION MOTOROLA COMMUNICATIONS & ELEC  TOTAL	278,965 23,148 <u>51,271</u>  353,384	0.29	53.43
46	<b>ROYAL DUTCH SHELL GROUP OF COS</b> ROYAL LUBRICANTS CO SCALLOP PETROLEUM CO SHELL INTL EASTERN TRADING CO SHELL MARKETS MIDDLE EAST SHELL OIL COMPANY SHELL PETROLEUM INC SHELL PIPE LINE CO  TOTAL	0 7,897 1,302 42,983 546 287,661 3,760 <u>324</u>  344,473	0.28	53.71
47	<b>GENCORP INC</b> AEROJET  TOTAL	1,301 <u>337,777</u>  339,078	0.27	53.99
48	<b>HARRIS CORPORATION</b> EXECUTIVE CONFERENCE-CENTER LANIER DE PANAMA SA LANIER WORLDWIDE INC  TOTAL	304,014 669 62 <u>2,859</u>  307,604	0.25	54.25
49	<b>COASTAL CORPORATION</b> COASTAL ARUBA REFINING CO N V COASTAL EAGLE POINT OIL CO COASTAL FUELS MARKETING INC COASTAL GAS MARKETING CO COASTAL OIL NEW ENGLAND INC COASTAL OIL NEW YORK INC COASTAL REFINING & MARKETING  TOTAL	299 23,203- 70,425 6,573 3,126 1,916 1,683 <u>245,724</u>  306,543	0.25	54.50
50	<b>EXXON CORPORATION</b> ESSO BERMUDA ESSO PETROLEUM CO LTD ESSO SINGAPORE PTE LTD EXXON CHEMICAL TRADING INC EXXON COMPANY USA EXXON INTERNATIONAL SERVICES ZILOG INC  TOTAL	22,329 504 82 62,122 46- 199,569 21,442 <u>114</u>  306,116	0.25	54.75

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
51	<b>PENN CENTRAL CORPORATION</b> CAROL CABLE CO INC G & H TECHNOLOGY INC GK TECHNOLOGIES INC MARATHON LETOURNEAU COMPANY MARATHON MANUFACTURING CO VITRO CORPORATION  TOTAL	0 27 597 616 1,970 2,347 <u>292,269</u>  297,826	       0.24	       55.00
52	<b>HONEYWELL INC</b> TETRA TECH DATA SYSTEMS INC  TOTAL	296,270 <u>102</u>  296,372	   0.24	   55.24
53	<b>STEWART &amp; STEVENSON SVCS INC</b>  TOTAL	<u>270,414</u>  270,414	  0.22	  55.46
54	<b>HARSCO CORPORATION</b>  TOTAL	<u>264,731</u>  264,731	  0.21	  55.68
55	<b>BLACK &amp; DECKER CORPORATION</b> PRC ENVIRONMENTAL MANAGEMENT PRC INC PRC PUBLIC SECTOR INC  TOTAL	47,706 37,282 172,900 <u>2,064</u>  259,951	     0.21	     55.90
56	<b>ATLANTIC RICHFIELD COMPANY</b> ARCO POWER TECHNOLOGIES INC  TOTAL	226,414 <u>32,065</u>  258,479	   0.21	   56.11
(2) 57	<b>FED EX PAN AM NORTHWEST ETAL</b>  TOTAL	<u>256,349</u>  256,349	  0.21	  56.32
58	<b>AEROSPACE CORPORATION</b>  TOTAL	<u>253,455</u>  253,455	  0.20	  56.53
59	<b>THIOLKOL CORPORATION</b>  TOTAL	<u>245,998</u>  245,998	  0.20	  56.73

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
60	<b>MIP INSTANDSETZUNGSBETRIC</b>	<u>231,506</u>		
	TOTAL	231,506	0.19	56.92
61	<b>EG&amp;G INC</b>	111,292		
	EG&G ASTROPHYSICS RESEARCH	72		
	EG&G BERTHOLD ANALYTICAL INC	39		
	EG&G BIRTCHE	55		
	EG&G DYNATREND	638		
	EG&G ELECTRONIC COMPONENTS	40		
	EG&G FLOW TECHNOLOGY	177		
	EG&G FRANK HILL ASSOCIATES	305		
	EG&G INTERTECH	1,931		
	EG&G KT AEROFAB	1,718		
	EG&G MANAGEMENT SYSTEMS	14,470		
	EG&G MARINE INSTRUMENTS	72		
	EG&G POWER SYSTEMS INC	1,646		
	EG&G PRESSURE SCIENCE INC	706		
	EG&G PRINCETON APPLIED RES	123		
	EG&G RETICON	14,559		
	EG&G ROTRON	345		
	EG&G SEALOL INC	3,726		
	EG&G SPECIAL PROJECTS	1,935		
	EG&G WASHINGTON ANALYTICAL SVC	75,514		
	EG&G WRIGHT COMPONENTS INC	<u>66</u>		
	TOTAL	229,430	0.18	57.11
62	<b>GENERAL ELECTRIC CO PLC THE</b>	3,700		
	ABD HOLDINGS INCORPORATED	1,035		
	CANADIAN MARCONI COMPANY	40		
	CINCINNATI ELECTRONICS CORP	53,483		
	CIRCUIT TECHNOLOGY INC	264		
	E E V INC	972		
	G E C AEROSPACE LTD	89		
	GEC ALSTHOM INTERNATIONAL INC	278		
	GEC AVIONICS LTD	75,542		
	GEC FERRANTI DEFENSE SYSTEMS	1,984		
	GEC INCORPORATED	1,443		
	GEC MARCONI CO LTD	25,230		
	GEC MARCONI ELECT SYS	57,869		
	GEC PLESSEY AEROSPACE LTD	805		
	GEC PLESSEY AERO PRECISION	2,957		
	GEC PLESSEY ELECTRONIC SYS	158		
	GEC PLESSEY NAVAL SYSTEMS	55		
	GEC PLESSEY SEMICONDUCTORS	47		
	GEC SENSORS LTD	663		
	LEAR ASTRONICS CORP	13,523		
	MARCONI CIRCUIT TECHNOLOGY COR	589		
	MARCONI COMMAND & CTRL SYS LTD	11,483		
	MARCONI INSTRUMENTS INC	129		
	MARCONI UNDERWATER SYSTEMS LTD	1,714		
	PICKER INTERNATIONAL INC	15,839		
	PLESSEY AEROSPACE LTD	516		
	PLESSEY ELECTRONIC SYSTEMS CO	85		
	PLESSEY NORTH AMERICA CORP	243		
	SIPPICAN INC	<u>59,843</u>		
	TOTAL	223,504	0.18	57.29

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
63	<b>BDM HOLDINGS INC</b> BDM INTERNATIONAL INC BDM MANAGEMENT SERVICES CO VINNELL CORPORATION  TOTAL	0 150,945 30,918 27,485 <hr/> 209,348	0.17	57.47
64	<b>NV PHILIPS GLOEILAMPENFABREIKN</b> GENERAL ATRONICS INCORPORATED MAGNAVOX GOVT & INDSTR ELCTR NORTH AMERICAN PHILIPS CORP PHILIPS ELECTRONIC INSTRUMENTS PHILIPS LIGHTING CO PHILIPS MEDICAL SYSTEMS INC  TOTAL	0 155 188,783 1,911 1,720 465 6,190 <hr/> 199,224	0.16	57.63
65	<b>NATIONAL STEEL &amp; SHIPBLDG CO</b>  TOTAL	<hr/> 197,300 197,300	0.16	57.79
66	<b>MONTECATINI EDISON SPA IN ABBR</b> INTERMARINE USA  TOTAL	0 <hr/> 197,270 197,270	0.16	57.96
67	<b>LOGICON INC</b> EAGLE TECHNOLOGY INC LOGICON ULTRASYSTEMS INC R & D ASSOCIATES  TOTAL	56,446 54,158 245- <hr/> 86,798 197,157	0.16	58.12
68	<b>C A E INDUSTRIES LTD</b>  TOTAL	<hr/> 196,060 196,060	0.16	58.28
69	<b>CERIDIAN CORPORATION</b> COMPUTING DEVICES CANADA LTD  TOTAL	191,441 <hr/> 4,309 195,749	0.16	58.44
70	<b>ASTRONAUTICS CORP OF AMERICA</b> KEARFOTT GUIDANCE & NAVIGATION  TOTAL	25,086 <hr/> 166,949 192,035	0.15	58.60

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
71	<b>ESCO ELECTRONICS CORPORATION</b> ELECTRONICS & SPACE CORP HAZELTINE CORPORATION RANTEC MICROWAVE & ELECTRONICS SOUTHWEST MOBILE SYSTEMS CORP VACCO INDUSTRIES  TOTAL	11,246 47,430 28,356 749 97,970 1,066 <hr/> 186,818	0.15	58.75
72	<b>HALLIBURTON COMPANY</b> BROWN & ROOT INC BROWN & ROOT INTERNATIONAL BROWN & ROOT SERVICES CORP NUS CORPORATION SIERRA GEOPHYSICS INC  TOTAL	718 42,098 24,376 92,975 25,628 80 <hr/> 185,876	0.15	58.91
73	<b>AVONDALE INDUSTRIES INC</b> AVONDALE GULFPORT MARINE INC AVONDALE TECHNICAL SERVICES  TOTAL	167,914 5,038 128 <hr/> 173,080	0.14	59.05
(3) 74	<b>WORLD ROSEN KEY AMER ETAL J V</b>  TOTAL	169,054 <hr/> 169,054	0.13	59.19
75	<b>TRACOR INC</b> GENERAL IMAGE ENGINEERING CORP TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC TRACOR TECHNOLOGY RESOURCES  TOTAL	34,453 400 39,330 88,883 1,789 2,150 <hr/> 167,004	0.13	59.32
76	<b>MARTIN MARIETTA WESTNGHSE JV</b>  TOTAL	163,985 <hr/> 163,985	0.13	59.46
77	<b>EASTMAN KODAK COMPANY</b> DATATAPE INCORPORATED HOLSTON DEFENSE CORPORATION KODAK AKTIENGESSELLSCHAFT GUALEX INC STERLING DRUG INC STERLING PRODUCTS INTL STERLING WINTHROP INC  TOTAL	39,313 2,995 114,774 2,994 129 75 1,615 76 <hr/> 161,972	0.13	59.59

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
78	<b>SOUTHWEST MARINE INC</b>	<u>161,607</u>		
	TOTAL	161,607	0.13	59.73
79	<b>CHRYSLER CORPORATION</b>	195		
	CHRYSLER MOTORS CORPORATION	342		
	CHRYSLER SYSTEMS LEASING DEL	908		
	CHRYSLER TECH ARBR SYSTEMS	51,893		
	CHRYSLER TECHNOLOGIES CORP	93-		
	ELECTROSPACE SYSTEMS INC	64,330		
	PENTASTAR ELECTRONICS INC	<u>39,155</u>		
	TOTAL	156,721	0.12	59.86
80	<b>AMOCO CORPORATION</b>	154,454		
	AMOCO FABRICS & FIBERS CO	224		
	MERET OPTICAL COMMUNICATIONS	<u>59</u>		
	TOTAL	154,737	0.12	59.98
81	<b>CSX CORPORATION</b>	0		
	AMERICAN COML MAR SVC COMPANY	111		
	CSX TRANSPORTATION INC	301		
	SEA LAND SERVICE INC	<u>143,442</u>		
	TOTAL	143,854	0.11	60.10
(4) 82	<b>NATIONAL PROGRAM OFFICE</b>	<u>142,804</u>		
	TOTAL	142,804	0.11	60.22
83	<b>BOOZ ALLEN &amp; HAMILTON INC</b>	139,111		
	ADVANCED DECISION SYSTEMS	<u>2,336</u>		
	TOTAL	141,446	0.11	60.34
84	<b>SEQUA CORPORATION</b>	19,210		
	ATLANTIC RESEARCH CORPORATION	85,458		
	CHROMALLOY GAS TURBINE CORP	35,382		
	JANUS SYSTEMS	<u>280</u>		
	TOTAL	140,330	0.11	60.45
85	<b>INTERNATIONAL SHIPHOLDING CORP</b>	0		
	CENTRAL GULF LINES INC	32,696		
	WATERMAN STEAMSHIP CORPORATION	<u>103,417</u>		
	TOTAL	136,113	0.11	60.56



**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
86	<b>DIGITAL EQUIPMENT CORPORATION</b> DIGITAL EQUIPMENT GMBH DIGITAL EQUIPMENT INTL  TOTAL	131,361 2,769 44 <hr/> 134,175	0.11	60.67
87	<b>MOBIL CORPORATION</b>  TOTAL	<hr/> 131,554 131,554	0.10	60.78
88	<b>FORSTMANN LITTLE &amp; CO</b> FL AEROSPACE HOLDINGS CORP FL INDUSTRIES HOLDINGS INC GENERAL INSTRUMENT CORPORATION HYPERION INDUSTRIES CORP LEAR SIEGLER HOLDINGS CORP LEAR SIEGLER MANAGEMENT SVCS PEABODY FLOWAY INC PULLMAN HOLDING CORP  TOTAL	0 8,000 485 1,960 215 100,158 1,174 122 18,721 <hr/> 130,836	0.10	60.89
89	<b>CHEVRON CORPORATION</b> CHEVRON CHEMICAL COMPANY CHEVRON INTERNATIONAL OIL CO CHEVRON U S A INC  TOTAL	0 416 52 <hr/> 126,232 126,700	0.10	60.99
90	<b>ISRAEL AIRCRAFT INDUSTRIES LTD</b> ISRAEL AIRCRAFT INDS INTL  TOTAL	123,679 <hr/> 2,864 126,543	0.10	61.10
91	<b>EATON CORPORATION</b> AIL SYSTEMS INC AMERICAN NUCLEONICS CORP EATON KENWAY INCORPORATED  TOTAL	24,981 99,965 379 <hr/> 452 125,777	0.10	61.20
92	<b>BLACKSTONE GROUP LP</b> GREAT LAKES DREDGE & DOCK CO MATCO LIMITED PARTNERSHIP NORTH AMERICAN TRAILING CO  TOTAL	0 98,882 21,878 <hr/> 3,916 124,677	0.10	61.30

**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
93	<b>XEROX CORP</b> RANK XEROX GMBH SPECTRA DIODE LABORATORIES VERSATEC INC XEROX BURO ARACLARI TICAR XEROX ENGINEERING SYSTEMS XEROX ENGINEERING SYSTEMS GMBH  TOTAL	114,977 5,629 2,774 105 46 67 115  123,714	        0.10	        51.41
94	<b>DUCHOSSOIS ENTERPRISES INC</b> CHAMBERLAIN MANUFACTURING CORP SACO DEFENSE INC  TOTAL	80 68,841 54,522  123,444	    0.10	    61.51
95	<b>ENSERCH CORPORATION</b> EBASCO CONSTRUCTORS INC EBASCO SERVICES INC LONE STAR GAS CO MOOLIN FRANK & ASSOCIATES INC  TOTAL	300 6,158 107,706 7,314 31  121,509	      0.10	      61.61
96	<b>TRINITY INDUSTRIES INC</b> BEAIRD INDUSTRIES INC HALTER MARINE INC TRINITY MARINE GROUP  TOTAL	19,395 29- 72,036 29,959  121,360	     0.09	     61.71
97	<b>UNITED INDUSTRIAL CORPORATION</b> A A I CORPORATION DETROIT STOKER COMPANY SETI INC  TOTAL	0 116,461 218 2,009  118,687	     0.09	     61.81
98	<b>ARVIN INDUSTRIES INC</b> CALSPAN CORPORATION SYSTEMS RESEARCH LABORATORIES  TOTAL	0 77,489 40,116  117,605	    0.09	    61.90
99	<b>VINNELL CORP BROWN &amp; ROOT JV</b>  TOTAL	116,446  116,446	  0.09	  62.00

**TABLE 2 (CONCLUDED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1992**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
100	<b>INFOTEC DEVELOPMENT INC</b>	<u>116,392</u>		
	TOTAL	116,392	0.09	62.09
<p>FOOTNOTES:</p> <p>(1) A joint venture of SNECMA (France) and General Electric Co., USA.</p> <p>(2) A joint venture of Federal Express, Northwest Airlines, Pan Am World Airways, Tower Air, and United Parcel Services.</p> <p>(3) A joint venture of World Airways, Rosenbalm Aviation, Key Airlines, American Airlines, Evergreen International Airlines, and Emery Worldwide.</p> <p>(4) A joint venture of McDonnell Douglas Corp., Rockwell International Corp., General Dynamics Corp., Rocketdyne, and Pratt and Whitney.</p>				